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Message Text

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PAGE 01 STATE 254774

43
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INFO OCT-01 EUR-12 EA-07 NEA-10 ISO-00 EB-07 (ISO) R

DRAFTED BY COM/BIC/OED/SIPS/JTHARDISTY
APPROVED BY EB/OCA/CM/LAKLIEFORTH
COM/BIC/OED/SIPS/JTHARDISTY
COM/BIC/OED/SIPS/SSLEON
COM/BIC/OED/OBOD/RECOHEN
STATE/NEA/PAB/GJONES
STATE/EA/J/DBROWN
STATE/EUR/WE/CSHIRLEY
COM/BIC/OIM/AWILLIAMS
---------- 016599
R 250130Z OCT 75
FM SECSTATE WASHDC
TO AMCONSUL KARACHI
INFO AMEMBASSY ISLAMABAD
AMEMBASSY THE HAGUE
AMEMBASSY TOKYO

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E.O. 11652: NA

TAGS: BEXP, PK, NL, JA

SUBJECT: PRODUCT OPPORTUNITY - MATERIALS HANDLING EQUIPMENT
--- FOR KARACHI STEEL MILL

REF: KARACHI 1522

1. STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) GROUP OF US
DOC HAS MET WITH MR. PAUL ANDERSON, MGR., MKTING, OF FMC
CORP. RE THEIR LINK-BELT DIVISIONS PARTICIPATION IN THE
MATERIALS HANDLING PORTION OF THE KARACHI STEEL MILL PROJECT
FMC HAS BEEN WORKING THROUGH ITS AGENT IN KARACHI, MR.
G.M. ADAMJEE, AND NOW UNDERSTANDS THAT BIDDING HAS BEEN
SHORTLISTED TO THEM AND FIVE OTHER FIRMS (1 DUTCH 1 GERMAN
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PAGE 02 STATE 254774

AND 3 JAPANESE). REPRESENTATIVES FROM FMC PLAN TO ARRIVE

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006

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ON NOV. 10 IN KARACHI IN ORDER TO BE PRESENT FOR NOV. 15 OPENING OF BIDS. DETAILS OF INDIVIDUAL'S NAMES AND ITINERARY WILL BE SENT TO CONSULATE WHEN AVAILABLE.

2. AS MENTIONED IN PARA 9 OF REFTEL, FINANCING STILL APPEARS TO BE MAJOR FACTOR IN BID SELECTION ACCORDING TO ANDERSON. FMC FEELS THAT ONE PROBLEM WHICH MAY GIVE THEM MOST TROUBLE IN COMPETING ON THIS POTENTIAL WOULD BE LIKELIHOOD OF COMPETING FIRMS TO BE SUPPORTED BY SOFT

MONEY. FMC'S PRINCIPAL COMPETITION (CONRAD STORK OF NETHERLANDS AND HITACHI, IHI, AND MITSUI OF JAPAN) IS SUPPOSEDLY CONSIDERING FINANCING THAT WOULD VERY LIKELY BE BETTER THAN CONVENTIONAL MONEY SOURCES IN U.S.

3. ACTION REQUESTED: WOULD APPRECIATE FROM CONGEN KARACHI ITS ASSESSMENT OF MATERIALS HANDLING PORTION OF THIS PROJECT AND WHAT FMC SHOULD KNOW AS BACKGROUND INFO PRIOR TO LEAVING FOR PAKISTAN NEXT MONTH.

FOR EMBASSIES, THE HAGUE AND TOKYO: WOULD APPRECIATE ANY INFORMATION YOU MAY HAVE ON PARTICIPATION IN THIS PROJECT BY YOUR RESPECTIVE COMPANIES AND COMMENTS ABOUT LIKELIHOOD OF SECURING SOFT LOANS BY THESE FIRMS.
KISSINGER

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